GENERAL

These statistics are compiled from quarterly reports of seventy-two Class I and Class II motor carriers of property. Fifty-two other reporting carriers have not been included since they are not engaged in hauling under categories presented in these statistics or have limited Washington operations.

Although these statistics are not considered to be conclusive for rate making purposes, they should prove of value in determining trends and conditions in the motor freight industry and reflect operations generally in the pacific northwest and in the State of Washington.

The carriers have been classified in the various categories on the basis of the predominant activity in which they are engaged and the predominant territory in which they serve.

QUALIFICATIONS

1. These statistics have been prepared from quarterly reports which have not been subject to field examination.
2. For carriers having "affiliated organizations" the statistics are for the "operating company" only. No adjustments for inter-company transactions or consolidations have been made.
3. Totals in the "Percentage of Revenue" columns may not add due to rounding.

COMMENT

1. Groups showing improvement in their operating ratios for the twelve months ended December 31, 1985 over the twelve months ended December 31, 1984, are as follows:

Household Goods Carriers
    Local and Statewide
Scheduled Line Haul General Freight Carriers
    Large Interstate
Non-Scheduled General Freight Carriers
Household Goods Carriers
    Large Interstate
Bulk Commodity Carriers
Agricultural and Allied Products Carriers

2. Groups showing a worsening position in their operating ratios are as follows:

Greater Puget Sound Area Carriers
Scheduled Line Haul General Freight Carriers
    Local and Statewide
Heavy Machinery, Building Materials and Forest Products Carriers
Refrigerated Products Carriers

58450 - 3-4

QUARTERLY STATISTICS

OF

CLASS I AND CLASS II MOTOR CARRIERS OF PROPERTY

(EXCLUSIVE OF 52 REPORTING CARRIERS)

FOR THE FOURTH QUARTER AND TWELVE MONTHS

ENDED DECEMBER 31, 1985 and 1984

PREPARED BY THE DATABASE SECTION
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

MARCH 1986

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SCHEDULE LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1955
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL AND STATEWIDE
7 CARRIERS INCLUDED

NAME OF CARRIER	CL NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
OAK HARBOR FREIGHT LINES, INC.	5714	OLYMPIC PENINSULA	a 9,875,000	a 9,296,353	$578,647	94.1	95.4
AVERAGE FOR THE GROUP						98.0	98.4
MIDLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,979,407	1,943,358	$6,039	98.2	99.2
PENINSULA TRUCK LINES, INC.	1971	OLYMPIC PENINSULA	b,677,682	b,599,108	78,574	98.8	97.9
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	3,745,635	3,728,423	17,212	99.5	97.4
SOUTHWEST DELIVERY COMPANY, INC.	4142	VANCOUVER-PORTLAND	5,248,208	5,239,356	8,852	99.8	100.7
COLUMBIA RIVER TRUCKING CO., INC.	2853	WASHINGTON-OREGON	1,169,306	1,197,848	(28,542)	102.4	102.5
WALLACE-COLVILLE MOTOR FREIGHT, INC.	530	EASTERN WASHINGTON-IDAHO	2,126,344	2,185,703	(59,359)	102.8	100.1
TOTAL FOR THE GROUP			$30,871,582	$30,240,209	$631,373		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LOCAL AND STATEWIDE
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	6,955,407	94.71	7,606,598	94.08	(8.56)	29,349,542	95.72	29,284,590	94.42	0.90
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	342,304	4.67	418,097	5.17	(18.08)	1,162,767	3.77	1,544,374	4.98	(24.71)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	45,673	0.62	60,486	0.75	(24.49)	159,473	0.52	187,874	0.61	(15.12)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	7,341,384	100.00	8,085,181	100.00	(9.20)	30,671,382	100.00	31,016,838	100.00	(0.67)
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	579,723	7.90	515,700	6.38		2,294,121	7.48	1,908,580	6.15	
8.	SALARIES AND WAGES	2,486,915	33.87	2,784,484	34.44		10,341,409	33.66	10,884,301	35.09	
9.	MISCELLANEOUS PAID TIME OFF	311,544	4.24	340,807	4.22		984,525	3.19	1,135,806	3.66	
10.	OTHER FRINGES	937,940	12.78	1,114,583	13.79		4,218,913	13.67	4,281,657	13.80	
11.	OPERATING SUPPLIES AND EXPENSES	839,078	11.43	1,004,566	12.42		3,465,345	11.23	3,722,232	12.00	
12.	GENERAL SUPPLIES AND EXPENSES	310,708	4.23	364,441	4.51		1,322,440	4.28	1,385,792	4.47	
13.	OPERATING TAXES AND LICENSES	364,104	4.96	322,467	3.99		1,287,102	4.17	1,124,322	3.62	
14.	INSURANCE	253,231	3.45	159,295	1.97		307,129	2.51	552,795	1.78	
15.	COMMUNICATIONS AND UTILITIES	102,582	1.40	119,491	1.48		422,935	1.37	464,201	1.50	
16.	DEPRECIATION AND AMORTIZATION	269,869	3.68	245,446	3.04		952,104	3.08	884,482	2.85	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	774,045	10.54	775,677	9.59		3,055,252	9.90	3,080,257	9.93	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	176,605	2.41	223,665	2.77		777,093	2.52	766,789	2.47	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(4,245)	(0.06)	(8,561)	(0.11)		(25,525)	(0.09)	(14,841)	(0.05)	
20.	MISCELLANEOUS EXPENSES	102,178	1.39	94,899	1.17		284,472	0.92	333,572	1.07	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	7,504,071	102.21	8,057,030	99.65	(6.86)	30,240,209	97.95	30,509,725	98.37	(0.88)
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(162,487)	(2.21)	28,151	0.35		631,573	2.05	507,115	1.63	24.50
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(162,487)	(2.21)	28,151	0.35		631,573	2.05	507,115	1.63	24.50
25.	NET OTHER INCOME (DEDUCTIONS)	21,964	0.30	9,878	0.12		152,498	0.49	66,681	0.21	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(140,523)	(1.91)	38,029	0.47		785,971	2.54	573,796	1.85	36.81
27.	INCOME TAXES ON ORDINARY INCOME	(52,384)	(0.71)	81,174	1.00		199,455	0.65	119,736	0.39	
28.	ORDINARY INCOME	(88,139)	(1.20)	(43,145)	(0.53)		586,416	1.89	454,060	1.46	28.71
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	(222,159)	(2.75)		-	-	(222,159)	(0.72)	
30.	NET INCOME (OR LOSS)	(88,139)	(1.20)	(265,304)	(3.28)		586,416	1.89	231,901	0.75	152.91
31.	OPERATING RATIO (LINE 21 / LINE 6)	102.21		99.65			97.95		98.37		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LARGE INTERSTATE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
LTI, INC.	634	PACIFIC NORTHWEST-ALASKA	$ 10,746,471	$ 9,168,520	$ 1,577,951	85.3	85.2
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	6	NATIONWIDE	1,329,571,426	1,235,834,520	93,736,906	92.9	92.7
AVERAGE FOR THE GROUP						94.0	93.9
VIKING FREIGHT SYSTEM, INC.	1430	PACIFIC COAST	130,315,439	125,121,216	7,194,223	94.5	93.5
SILVER EAGLE COMPANY	179	WASHINGTON-OREGON	21,743,306	21,554,159	189,147	99.1	101.7
ANR FREIGHT SYSTEM, INC.*	13190	WESTERN & ROCKY MOUNTAIN STATES	166,255,958	169,014,497	(2,758,543)	101.7	102.4
TOTAL FOR THE GROUP			$1,658,632,598	$1,558,692,912	$99,939,684		

*Depreciation and gain/loss reflects 4th Quarter 1985 merger.

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LARGE INTERSTATE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	390,616,984	91.83	389,010,904	94.12	0.41	1,538,548,581	92.78	1,522,372,877	95.65	1.06
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	34,271,915	8.06	23,896,544	5.78	43.42	117,959,175	7.11	67,507,328	4.24	74.73
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	55,701	0.01	58,840	0.01	(5.33)	243,705	0.01	234,549	0.01	3.90
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	414,893	0.10	366,181	0.09	13.30	1,582,134	0.10	1,418,914	0.09	11.50
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	425,357,473	100.00	413,332,469	100.00	2.91	1,659,532,595	100.00	1,591,533,668	100.00	4.22
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	45,401,452	10.67	38,515,282	9.32		170,072,423	10.25	150,650,053	9.47	
8.	SALARIES AND WAGES	142,135,713	33.42	141,409,601	34.21		557,511,675	33.62	543,742,654	34.16	
9.	MISCELLANEOUS PAID TIME OFF	17,164,037	4.04	16,060,810	3.89		66,985,487	4.04	62,114,379	3.90	
10.	OTHER FRINGES	55,404,197	13.03	55,258,789	13.37		219,084,694	13.21	207,409,870	13.03	
11.	OPERATING SUPPLIES AND EXPENSES	46,911,973	11.03	46,427,589	11.23		175,513,950	10.58	171,998,337	10.81	
12.	GENERAL SUPPLIES AND EXPENSES	17,744,358	4.17	18,423,518	4.46		64,734,745	3.90	65,768,471	4.01	
13.	OPERATING TAXES AND LICENSES	15,014,280	3.53	13,998,975	3.39		56,939,810	3.55	48,652,733	3.06	
14.	INSURANCE	5,254,137	1.24	10,171,309	2.46		39,337,787	2.37	37,518,688	2.36	
15.	COMMUNICATIONS AND UTILITIES	5,699,674	1.34	6,097,842	1.48		22,488,205	1.35	23,137,939	1.45	
16.	DEPRECIATION AND AMORTIZATION	19,920,415	4.68	17,844,967	4.32		79,184,604	4.77	71,339,855	4.48	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	17,784,512	4.18	25,320,234	6.13		70,800,625	4.27	83,849,131	5.27	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	4,245,591	1.00	3,194,115	0.77		15,830,281	0.95	11,986,667	0.75	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(637,146)	(0.15)	(186,149)	(0.04)		(1,048,260)	(0.06)	(759,397)	(0.05)	
20.	MISCELLANEOUS EXPENSES	4,420,260	1.04	5,335,588	1.29		19,162,905	1.16	19,502,582	1.23	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	396,463,453	93.21	397,872,470	96.26	(0.35)	1,559,692,912	93.97	1,494,907,962	93.93	4.27
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	28,894,020	6.79	15,459,999	3.74	86.90	99,839,683	6.03	96,625,706	6.07	3.43
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	28,894,020	6.79	15,459,999	3.74	86.90	99,839,683	6.03	96,625,706	6.07	3.43
25.	NET OTHER INCOME (DEDUCTIONS)	(2,213,373)	(0.52)	(2,922,247)	(0.71)		(11,575,538)	(0.58)	(1,995,849)	(0.12)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	26,680,647	6.27	12,537,752	3.03	112.80	88,363,145	5.34	94,629,857	5.95	(6.61)
27.	INCOME TAXES ON ORDINARY INCOME	9,749,782	2.29	3,794,725	0.92		33,019,440	1.99	38,522,899	2.42	
28.	ORDINARY INCOME	16,930,865	3.98	8,743,027	2.12	93.65	55,343,705	3.35	56,106,958	3.53	(1.00)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	16,930,865	3.98	8,743,027	2.12	93.65	55,343,705	3.35	56,106,958	3.53	(1.00)
31.	OPERATING RATIO (LINE 21 / LINE 6)	93.21		96.26			93.97		93.93		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
12 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
LTI, INC.	634	PACIFIC NORTHWEST-ALASKA	$ 10,748,471	$ 9,150,520	$ 1,577,951	85.3	85.2
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	0	NATIONWIDE	1,324,571,426	1,235,834,520	85,736,906	92.9	92.7
AVERAGE FOR THE GROUP						94.0	94.0
OAK HARBOR FREIGHT LINES, INC.	3714	OLYMPIC PENINSULA	9,475,000	9,270,353	578,647	94.1	95.4
VIKING FREIGHT SYSTEM, INC.	1430	PACIFIC COAST	150,515,434	125,121,210	7,194,223	94.5	93.5
MOGLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,979,407	1,933,338	55,069	98.2	94.2
PENINSULA TRUCK LINES, INC.	1471	OLYMPIC PENINSULA	8,677,082	8,539,108	78,574	98.8	97.9
SILVER EAGLE COMPANY	179	WASHINGTON-OREGON	21,745,308	21,534,159	189,147	99.1	101.7
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	5,745,635	5,728,423	17,212	99.5	97.9
SOUTHEAST DELIVERY COMPANY, INC.	4142	VANCOUVER-PORTLAND	5,248,208	5,239,356	8,852	99.8	100.7
ANN FREIGHT SYSTEM, INC.*	15190	WESTERN & ROCKY MOUNTAIN STATES	106,255,954	109,014,497	(2,758,543)	101.7	102.4
COLUMBIA RIVER TRUCKING CO., INC.	2855	WASHINGTON-OREGON	1,109,306	1,137,848	(28,542)	102.4	102.5
WALLACE-COLVILLE MOTOR FREIGHT, INC.	550	EASTERN WASHINGTON-IDAHO	2,120,504	2,185,703	(54,359)	102.8	100.1
TOTAL FOR THE GROUP			$1,684,504,178	$1,588,955,121	$100,571,057		

*Depreciation and gain/loss reflects 4th Quarter 1985 merger.

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LOCAL, STATEWIDE AND LARGE INTERSTATE
12 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER				CUMULATIVE FIGURES			
		THIS YEAR		LAST YEAR		THIS YEAR		LAST YEAR	
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME								
	REVENUES:								
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	397,570,371	91.88	396,617,502	94.12	1,568,397,923	92.85	1,551,657,467	95.63
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	34,271,915	7.92	23,896,544	5.67	117,955,175	6.98	67,507,528	4.16
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	396,205	0.09	476,957	0.11	1,405,972	0.08	1,778,923	0.11
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-	-	-	-	-
5.	OTHER OPERATING REVENUE	460,566	0.11	426,667	0.10	1,741,507	0.10	1,606,788	0.10
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	432,699,057	100.00	421,417,650	100.00	1,689,500,178	100.00	1,622,550,506	100.00
	EXPENSES:								
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	45,981,175	10.63	39,051,182	9.26	172,367,148	10.20	152,558,653	9.40
8.	SALARIES AND WAGES	144,822,626	33.42	144,194,085	34.22	564,005,085	33.52	554,626,955	34.18
9.	MISCELLANEOUS PAID TIME OFF	17,475,381	4.04	16,401,517	3.89	67,475,112	4.02	63,250,185	3.90
10.	OTHER FRINGES	56,342,151	13.02	56,373,372	13.38	223,305,504	13.22	211,691,507	13.05
11.	OPERATING SUPPLIES AND EXPENSES	47,751,047	11.04	47,432,155	11.26	178,985,575	10.59	175,716,564	10.83
12.	GENERAL SUPPLIES AND EXPENSES	18,055,066	4.17	18,787,959	4.46	66,037,185	3.91	65,154,263	4.02
13.	OPERATING TAXES AND LICENSES	15,576,584	3.35	14,321,442	3.40	60,225,912	3.56	49,777,055	3.07
14.	INSURANCE	5,507,568	1.27	10,350,574	2.45	40,148,915	2.38	38,071,481	2.35
15.	COMMUNICATIONS AND UTILITIES	5,802,256	1.34	6,217,333	1.48	22,391,141	1.33	23,602,140	1.45
16.	DEPRECIATION AND AMORTIZATION	20,190,284	4.67	18,090,415	4.29	80,141,708	4.74	72,224,337	4.45
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	18,556,557	4.29	20,095,911	4.77	73,955,377	4.37	86,929,388	5.36
18.	BUILDING AND OFFICE EQUIPMENT RENTS	4,422,196	1.02	3,417,780	0.81	16,609,571	0.98	12,753,456	0.79
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(641,391)	(0.15)	(194,810)	(0.05)	(1,074,985)	(0.06)	(774,238)	(0.05)
20.	MISCELLANEOUS EXPENSES	4,522,438	1.05	5,430,487	1.29	19,447,377	1.15	19,835,954	1.22
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	403,967,524	93.36	405,929,500	96.32	(0.48)	1,588,955,121	94.05	1,525,417,685	94.01	4.16
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	28,731,533	6.64	15,488,150	3.68	85.51	100,571,057	5.95	97,132,821	5.99	3.54
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	28,731,533	6.64	15,488,150	3.68	85.51	100,571,057	5.95	97,132,821	5.99	3.54
25.	NET OTHER INCOME (DEDUCTIONS)	(2,191,409)	(0.51)	(2,912,369)	(0.69)		(11,224,040)	(0.66)	(1,929,168)	(0.12)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	26,540,124	6.13	12,575,781	2.98	111.04	89,347,017	5.29	95,203,653	5.87	(5.15)
27.	INCOME TAXES ON ORDINARY INCOME	9,697,398	2.24	3,875,899	0.92		33,219,895	1.97	38,642,635	2.38	
28.	ORDINARY INCOME	16,842,726	3.89	8,699,882	2.06	93.60	56,129,122	3.32	56,561,018	3.49	(0.76)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	(222,159)	(0.05)		-	-	(222,159)	(0.01)	
30.	NET INCOME (OR LOSS)	16,842,726	3.89	8,477,723	2.01	98.67	56,129,122	3.32	56,338,859	3.47	(0.37)
31.	OPERATING RATIO (LINE 21 / LINE 6)	93.36		96.32			94.05		94.01		

NON-SCHEDULED GENERAL FREIGHT CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
NON-SCHEDULED GENERAL FREIGHT CARRIERS
7 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
PACIFIC N.W. MOTOR FREIGHT LINES, INC.	604	SEATTLE-WASHINGTON-OREGON	$ 1,296,978	$ 1,250,267	$56,711	97.2	106.9
WRADER HAULING SERVICE, INC.	1020	E. WASHINGTON-PACIFIC N.W.-BRITISH COLUMBIA	5,290,495	5,150,256	140,239	97.3	96.4
NATIONAL TRANSFER, INC.	1936	SEATTLE-WESTERN WASHINGTON	2,058,014	2,010,509	47,505	97.7	102.3
EASLEY HAULING SERVICE, INC.	966	YAKIMA-EASTERN WASHINGTON	4,907,891	4,885,596	22,295	99.5	94.9
AVERAGE FOR THE GROUP						99.8	98.3
LEO FIX TRANSFER & STORAGE COMPANY, INC.	952	SEATTLE-WESTERN WASHINGTON	3,041,515	3,127,058	(85,543)	102.8	96.5
GARFIELD TRANSFER COMPANY, INC.	1596	SEATTLE-WESTERN WASHINGTON	486,444	514,393	(27,949)	105.7	104.8
HENRY TRANSPORT, INC.	4427	OREGON/WASINGTON	752,401	848,059	(95,658)	112.7	110.0
TOTAL FOR THE GROUP			$17,834,126	$17,796,138	$37,980		

REVENUES, EXPENSES AND STATISTICS
NON-SCHEDULED GENERAL FREIGHT CARRIERS
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	2,989,179	72.73	3,234,865	77.23	(7.59)	13,979,370	78.38	14,128,757	79.55	(1.06)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	444,396	10.81	472,996	11.29	(6.05)	1,524,642	8.55	1,712,389	9.64	(10.96)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	571,114	13.90	507,769	12.12	12.48	2,207,361	12.38	1,859,563	10.47	18.70
5.	OTHER OPERATING REVENUE	105,263	2.56	(27,129)	(0.65)		125,753	0.69	60,332	0.34	105.12
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,109,952	100.00	4,188,501	100.00	(1.87)	17,836,126	100.00	17,761,041	100.00	0.41
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	168,552	4.10	170,899	4.08		654,561	3.67	609,568	3.43	
8.	SALARIES AND WAGES	1,125,430	27.38	1,252,934	29.91		4,767,700	26.73	5,430,898	30.58	
9.	MISCELLANEOUS PAID TIME OFF	50,754	1.23	54,556	0.83		207,557	1.17	214,487	1.21	
10.	OTHER FRINGES	368,330	8.96	473,489	11.30		1,805,283	10.13	1,982,073	11.16	
11.	OPERATING SUPPLIES AND EXPENSES	895,933	21.80	1,260,431	30.09		3,845,851	21.55	4,052,994	22.82	
12.	GENERAL SUPPLIES AND EXPENSES	183,828	4.47	152,833	3.65		524,954	2.94	505,784	2.85	
13.	OPERATING TAXES AND LICENSES	362,417	8.82	342,961	8.19		1,159,162	6.50	1,154,344	6.50	
14.	INSURANCE	227,245	5.53	50,891	1.22		649,554	3.64	285,437	1.61	
15.	COMMUNICATIONS AND UTILITIES	67,653	1.65	54,098	1.29		229,739	1.28	227,767	1.28	
16.	DEPRECIATION AND AMORTIZATION	163,342	3.97	129,487	3.09		579,965	3.25	560,274	3.15	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	822,369	20.01	574,793	13.72		2,953,419	16.03	2,054,152	11.57	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	37,560	0.91	25,402	0.61		125,199	0.70	168,942	0.95	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(12,686)	(0.31)	(1,319)	(0.03)		(42,939)	(0.24)	(164,620)	(0.93)	
20.	MISCELLANEOUS EXPENSES	94,871	2.31	149,557	3.57		454,065	2.43	385,094	2.17	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,555,576	110.84	4,671,012	111.52	(2.47)	17,795,146	99.79	17,467,194	98.35	1.88
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(445,624)	(10.84)	(482,511)	(11.52)		37,980	0.21	293,847	1.65	(87.07)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(445,624)	(10.84)	(482,511)	(11.52)		37,980	0.21	293,847	1.65	(87.07)
25.	NET OTHER INCOME (DEDUCTIONS)	(9,236)	(0.22)	44,553	1.06		(110,263)	(0.62)	193,705	1.09	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(454,860)	(11.07)	(437,958)	(10.46)		(72,283)	(0.40)	487,550	2.75	
27.	INCOME TAXES ON ORDINARY INCOME	-	-	772	0.02		-	-	2,433	0.01	
28.	ORDINARY INCOME	(454,860)	(11.07)	(438,730)	(10.47)		(72,283)	(0.40)	485,117	2.73	
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	(4,720)	(0.11)	7,641	0.18		-	-	7,641	0.04	
30.	NET INCOME (OR LOSS)	(459,580)	(11.18)	(431,089)	(10.29)		(72,283)	(0.40)	492,758	2.77	
31.	OPERATING RATIO (LINE 21 / LINE 6)	110.84		111.52			99.79		98.35		

GREATER PUGET SOUND AREA CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1965
GREATER PUGET SOUND AREA CARRIERS
8 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
PACIFIC TRANSPN. GROUP, INC.	1040	TACOMA-WESTERN WASHINGTON	$ 4,058,400	$ 3,647,622	$410,778	89.9	95.0
KENTON-ISSAQUAH AUTO FREIGHT, INC.	6248	SEATTLE-WESTERN WASHINGTON	1,[illegible]95	1,790,004	89,891	95.2	96.4
PUZZI BROTHERS TRANSPORTATION, INC.	10425	KENT-WESTERN WASHINGTON	2,27[illegible],910	2,180,456	92,454	95.9	92.5
AVERAGE FOR THE GROUP						96.6	98.0
NATIONAL TRANSFER, INC.	1936	SEATTLE-WESTERN WASHINGTON	2,056,014	2,010,509	47,505	97.7	102.5
MIDLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,979,407	1,943,358	36,059	98.2	99.2
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	3,745,635	3,728,423	17,212	99.5	97.9
SYSTEM TRANSFER & STORAGE COMPANY	790	SEATTLE-WESTERN WASHINGTON	472,655	479,050	(6,395)	100.7	102.2
WESTERN CARTAGE, INC.	1651	SEATTLE-WESTERN WASHINGTON	3,098,181	3,139,092	(40,921)	101.3	102.4
TOTAL FOR THE GROUP			$20,055,077	$19,438,514	$595,583		

REVENUES, EXPENSES AND STATISTICS
GREATER PUGET SOUND AREA CARRIERS
8 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	2,072,534	42.22	1,926,957	40.79	7.55	8,982,534	44.29	8,483,941	44.04	4.70
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	2,590,669	52.78	2,610,326	55.26	(0.75)	10,565,035	51.67	9,963,900	51.73	4.01
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	245,469	5.00	186,494	3.95	31.62	809,502	4.04	814,479	4.23	(0.61)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,908,672	100.00	4,723,777	100.00	3.91	20,055,071	100.00	19,262,360	100.00	4.12
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	455,572	9.28	427,602	9.05		1,505,524	7.50	1,536,499	7.98	
8.	SALARIES AND WAGES	1,843,970	38.58	1,891,274	40.04		7,572,213	37.76	7,505,163	38.96	
9.	MISCELLANEOUS PAID TIME OFF	223,692	4.56	214,272	4.54		692,930	3.45	701,587	3.64	
10.	OTHER FRINGES	805,572	16.37	752,329	15.93		3,200,819	15.96	3,111,016	16.15	
11.	OPERATING SUPPLIES AND EXPENSES	609,825	12.42	614,586	13.01		2,371,655	11.83	2,710,459	14.07	
12.	GENERAL SUPPLIES AND EXPENSES	203,616	4.15	216,076	4.57		775,072	3.86	809,929	4.20	
13.	OPERATING TAXES AND LICENSES	206,788	4.21	178,131	3.77		791,139	3.94	716,501	3.72	
14.	INSURANCE	234,927	4.79	77,225	1.63		595,979	2.97	364,412	1.89	
15.	COMMUNICATIONS AND UTILITIES	74,614	1.52	73,147	1.55		295,632	1.48	268,385	1.39	
16.	DEPRECIATION AND AMORTIZATION	139,288	2.84	142,516	3.02		515,872	2.58	540,315	2.81	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	191,870	3.91	48,784	1.03		370,416	1.85	159,333	0.83	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	83,610	1.70	108,911	2.31		498,590	2.49	354,152	1.84	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(20,160)	(0.41)	(7,405)	(0.16)		(61,121)	(0.30)	(55,203)	(0.29)	
20.	MISCELLANEOUS EXPENSES	48,465	0.99	52,575	1.11		210,819	1.05	161,995	0.84	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	5,149,625	104.91	4,790,023	101.40	7.51	19,409,514	96.78	18,885,121	98.04	2.77
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(240,953)	(4.91)	(66,246)	(1.40)		645,563	3.22	377,239	1.96	71.39
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(240,953)	(4.91)	(66,246)	(1.40)		645,563	3.22	377,239	1.96	71.39
25.	NET OTHER INCOME (DEDUCTIONS)	(100,749)	(2.05)	(9,210)	(0.19)		(267,949)	(1.34)	(131,185)	(0.68)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(341,702)	(6.96)	(75,456)	(1.60)		378,614	1.89	246,054	1.28	53.87
27.	INCOME TAXES ON ORDINARY INCOME	(19,618)	(0.40)	354	0.01		50,667	0.25	45,066	0.23	
28.	ORDINARY INCOME	(322,084)	(6.56)	(75,810)	(1.60)		327,947	1.64	200,988	1.04	63.17
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	(368,449)	(7.80)		2,975	0.01	(364,122)	(1.89)	
30.	NET INCOME (OR LOSS)	(322,084)	(6.56)	(444,259)	(9.40)		330,923	1.65	(163,134)	(0.85)	
31.	OPERATING RATIO (LINE 21 / LINE 6)	104.91		101.40			96.78		98.04		

HOUSEHOLD GOODS CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1965
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
LILE INTERNATIONAL COMPANIES	12255	WASHINGTON-OREGON	$ 7,254,810	$ 6,849,047	$ 405,763	94.4	91.5
AVERAGE FOR THE GROUP						102.0	98.7
ARMED MIDE MOVERS, INC.	4827	SEATTLE-STATEWIDE	1,159,691	1,224,060	(64,369)	105.6	118.4
BEHNS MOVING & STORAGE COMPANY	408	SEATTLE-STATEWIDE	8,410,667	9,092,022	(681,355)	108.1	100.1
TOTAL FOR THE GROUP			$15,805,168	$17,185,129	$(339,961)		

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, OWN RIGHTS	1,288,114	31.99	1,172,258	31.04	9.88	5,388,051	33.25	4,986,740	31.50	12.06
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	-	-	-	-		-	-	-	-	
3.	MOVING REVENUE - LOCAL	1,772,407	44.02	1,812,142	47.98	(2.19)	7,552,701	45.72	7,388,678	46.58	3.98
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	265,388	6.59	149,979	3.97	76.92	795,869	4.75	770,281	4.84	3.71
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	148,308	3.68	130,988	3.47	13.22	513,193	3.07	476,698	2.99	8.29
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	455,765	10.82	373,530	9.89	18.66	1,761,675	10.48	1,749,244	10.98	0.71
9.	OTHER OPERATING REVENUE	116,131	2.93	137,748	3.65	(14.24)	457,655	2.72	558,693	3.51	(18.09)
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,026,113	100.00	3,776,645	100.00	6.61	16,505,169	100.00	15,930,589	100.00	5.49
	EXPENSES:										
11.	SALARIES	790,880	19.64	754,987	19.46		3,075,514	18.29	2,746,405	17.24	
12.	OPERATING WAGES - TRANSPORTATION ONLY	831,539	20.65	851,207	22.01		3,429,536	20.41	3,147,632	19.76	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	14,263	0.35	25,950	0.69		79,295	0.47	98,677	0.62	
16.	COMMISSION AGENT FEES	8,214	0.20	8,498	0.23		52,930	0.32	37,295	0.23	
17.	OTHER WAGES	36,082	0.90	44,993	1.19		172,969	1.03	346,153	2.17	
18.	FRINGE BENEFITS	316,526	7.86	219,049	5.80		1,288,001	7.66	1,185,177	7.44	
19.	PAYROLL TAXES	228,992	5.69	185,899	4.92		1,021,048	6.08	899,157	5.64	
20.	TRANSPORTATION FUEL AND MOTOR OIL	151,775	3.77	135,503	3.59		554,924	3.30	553,164	3.47	
21.	TIRES AND TUBES	26,643	0.66	14,108	0.37		103,203	0.60	65,239	0.41	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	14,914	0.37	48,951	1.30		54,053	0.32	88,454	0.56	
23.	VEHICLE REPAIR PARTS	1,644	0.04	2,857	0.08		10,576	0.06	9,549	0.06	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	-	-	15	-		185	-	1,096	0.01	
25.	PRINTING AND OFFICE SUPPLIES	55,211	1.52	81,423	2.16		225,554	1.34	261,945	1.64	
26.	PACKING AND CRATING MATERIALS, ETC.	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	18,817	0.47	4,542	0.12		89,771	0.53	80,185	0.50	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	222,958	5.54	162,396	4.30		764,574	4.58	557,461	3.50	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	5,442	0.14	10,089	0.27		19,313	0.11	28,566	0.18	
30.	OTHER OUTSIDE SERVICES	138,885	3.45	86,148	2.28		514,981	3.06	395,052	2.48	

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
51.	UTILITIES	55,118	0.87	26,064	0.69		120,058	0.71	95,401	0.59	
52.	COMMUNICATION SERVICES	82,210	2.04	88,931	2.35		317,490	1.89	335,043	2.09	
53.	PURCHASED LABOR AND TRANSPORTATION	749,004	19.86	583,128	15.44		2,481,935	17.74	2,152,725	17.28	
54.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	17,000	0.42	19,559	0.51		72,424	0.43	100,690	0.63	
55.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	67,596	1.67	153,231	4.06		275,515	1.66	355,979	2.22	
56.	GENERAL EXPENSES	11,817	0.29	29,502	0.78		115,489	0.69	150,632	0.95	
57.	DEPRECIATION	174,822	4.34	150,744	3.99		545,657	3.25	450,617	2.87	
58.	AMORTIZATION EXPENSES	1,006	0.02	1,828	0.05		5,376	0.02	6,463	0.04	
59.	RENTS - OTHER THAN REVENUE EQUIPMENT	48,881	1.21	51,856	1.37		207,005	1.24	222,220	1.39	
60.	TAXES AND LICENSES	136,470	3.39	157,802	4.05		542,715	3.25	560,139	4.26	
61.	INSURANCE	89,562	2.22	45,539	1.21		272,115	1.62	165,355	1.04	
62.	PROVISION FOR CLAIMS - SELF INSURED PORTION	68,117	1.69	59,257	1.57		217,737	1.30	189,462	1.19	
63.	UNCOLLECTABLE REVENUE	27,123	0.67	(16,901)	(0.45)		116,589	0.69	92,639	0.58	
64.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(25,517)	(0.58)	(47,075)	(1.25)		(85,953)	(0.51)	(54,329)	(0.34)	
65.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,576,252	108.70	5,879,860	102.73	12.79	17,145,127	102.02	15,724,111	98.71	9.04
66.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(550,139)	(8.70)	(103,215)	(2.73)		(554,961)	(2.02)	206,278	1.29	
67.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
68.	NET CARRIER OPERATING INCOME	(550,139)	(8.70)	(103,215)	(2.73)		(554,961)	(2.02)	206,278	1.29	
69.	NET OTHER INCOME (DEDUCTIONS)	166,170	4.02	310,834	8.23		1,439,000	8.56	1,629,855	10.23	
70.	ORDINARY INCOME BEFORE INCOME TAXES	(163,969)	(4.07)	207,619	5.50		1,095,039	6.55	1,836,133	11.53	(40.20)
71.	INCOME TAXES ON ORDINARY INCOME	-	-	-	-		-	-	-	-	
72.	ORDINARY INCOME	(163,969)	(4.07)	207,619	5.50		1,095,039	6.55	1,836,133	11.53	(40.20)
73.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
74.	NET INCOME (OR LOSS)	(163,969)	(4.07)	207,619	5.50		1,095,039	6.55	1,836,133	11.53	(40.20)
75.	OPERATING RATIO (LINE 65 / LINE 10)	108.70		102.73			102.02		98.71		

HOUSEHOLD GOODS CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
2 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
CARTWRIGHT VAN LINES, INC.	16451	NATIONWIDE	$ 11,255,585	$ 11,078,502	$ 177,083	98.4	98.3
AVERAGE FOR THE GROUP						99.7	97.9
ALLIED VAN LINES, INC.	3221	NATIONWIDE	$70,545,515	$69,555,703	839,812	99.8	97.9
TOTAL FOR THE GROUP			$381,649,100	$380,632,205	$1,016,895		

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
2 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, JAM RIGHTS	48,751,217	58.61	51,000,188	64.09	(4.52)	233,710,519	51.29	280,956,496	70.57	(16.74)
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, JAM RIGHTS	33,299,829	38.66	24,921,942	31.28	33.62	132,974,286	34.82	71,255,832	17.42	86.67
3.	MOVING REVENUE - LOCAL	2,451	-	672	-		4,302	-	2,836	-	51.69
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	-	-	46,995	0.06	(100.00)	-	-	174,045	0.05	(100.00)
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	523,691	0.38	583,696	0.73	(44.54)	684,705	0.18	894,921	0.24	(23.49)
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	135,979	0.16	98,873	0.12	37.55	449,187	0.12	415,660	0.11	8.01
9.	OTHER OPERATING REVENUE	5,011,759	4.19	2,956,457	3.71	22.16	15,729,505	3.60	15,233,005	3.81	3.75
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	88,124,906	100.00	79,668,817	100.00	8.10	401,647,109	100.00	388,932,995	100.00	4.01
	EXPENSES:										
11.	SALARIES	5,154,380	5.98	4,345,660	5.52		18,331,835	4.80	15,887,077	4.53	
12.	OPERATING WAGES - TRANSPORTATION ONLY	-	-	-	-		-	-	-	-	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	-	-	-	-		-	-	-	-	
16.	COMMISSION AGENT FEES	15,889,018	18.45	12,745,160	16.00		60,743,953	15.92	56,276,374	15.54	
17.	OTHER WAGES	50,940	0.04	51,507	0.06		171,593	0.04	191,065	0.05	
18.	FRINGE BENEFITS	571,121	0.66	602,195	0.76		2,487,314	0.65	1,956,201	0.53	
19.	PAYROLL TAXES	476,174	0.55	436,842	0.55		1,709,415	0.45	1,455,169	0.40	
20.	TRANSPORTATION FUEL AND MOTOR OIL	-	-	-	-		-	-	-	-	
21.	TIRES AND TUBES	51,127	0.06	80,114	0.08		148,541	0.05	247,373	0.07	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	-	-	880	-		9,028	-	2,732	-	
23.	VEHICLE REPAIR PARTS	-	-	-	-		-	-	-	-	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	1,051	-	975	-		5,565	-	5,022	-	
25.	PRINTING AND OFFICE SUPPLIES	185,648	0.21	173,198	0.22		544,515	0.14	484,615	0.13	
26.	PACKING AND CRATING MATERIALS, ETC.	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	3,548	-	1,766	-		13,577	-	8,940	-	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	136,632	0.16	142,160	0.18		511,541	0.13	707,109	0.19	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	104,275	0.12	71,552	0.09		321,936	0.08	250,864	0.07	
30.	OTHER OUTSIDE SERVICES	766,715	0.89	900,046	1.13		3,131,506	0.82	3,298,394	0.90	

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
2 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
31.	UTILITIES	81,463	0.09	103,181	0.13		373,107	0.10	406,504	0.11	
32.	COMMUNICATION SERVICES	342,893	0.40	570,211	0.72		2,367,707	0.67	2,873,508	0.78	
33.	PURCHASED LABOR AND TRANSPORTATION	57,826,741	67.14	54,482,601	68.59		248,056,724	70.24	256,524,235	69.91	
34.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	-	-	-	-		-	-	-	-	
35.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	349,845	0.41	298,497	0.37		1,127,544	0.30	1,125,367	0.31	
36.	GENERAL EXPENSES	1,140,887	1.33	977,116	1.23		5,941,049	1.05	5,428,730	0.93	
37.	DEPRECIATION	509,448	0.59	392,655	0.49		1,772,048	0.46	1,501,247	0.41	
38.	AMORTIZATION EXPENSES	45,654	0.05	45,852	0.06		181,342	0.05	180,950	0.05	
39.	RENTS - OTHER THAN REVENUE EQUIPMENT	897,568	1.04	738,304	0.93		5,237,998	0.85	2,782,562	0.76	
40.	TAXES AND LICENSES	56,577	0.06	49,077	0.06		155,317	0.04	274,074	0.08	
41.	INSURANCE	140,047	0.16	155,971	0.20		555,184	0.15	594,092	0.16	
42.	PROVISION FOR CLAIMS - SELF INSURED PORTION	2,373,253	2.76	2,180,117	2.74		10,544,505	2.79	9,085,859	2.48	
43.	UNCOLLECTIBLE REVENUE	309,138	0.36	(62,623)	(0.08)		276,381	0.07	335,626	0.09	
44.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(88,746)	(0.10)	(59,226)	(0.07)		(429,228)	(0.11)	(497,890)	(0.13)	
45.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	87,539,197	101.41	79,451,566	99.73	9.93	380,532,205	99.73	359,397,580	97.95	5.91
46.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(1,214,291)	(1.41)	217,251	0.27		1,019,995	0.27	7,535,415	2.05	(86.50)
47.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(54,976)	(0.06)	-	-		(157,247)	(0.04)	-	-	
48.	NET CARRIER OPERATING INCOME	(1,269,267)	(1.47)	217,251	0.27		554,598	0.23	7,535,415	2.05	(88.59)
49.	NET OTHER INCOME (DEDUCTIONS)	308,785	0.36	728,626	0.91		3,777,553	0.99	4,332,663	1.18	
50.	ORDINARY INCOME BEFORE INCOME TAXES	(960,482)	(1.11)	945,877	1.18		4,332,248	1.22	11,868,078	3.23	(60.93)
51.	INCOME TAXES ON ORDINARY INCOME	(1,114,916)	(1.29)	(251,320)	(0.31)		154,999	0.04	4,085,028	1.11	
52.	ORDINARY INCOME	154,434	0.18	1,197,197	1.50	(87.10)	4,502,347	1.18	7,783,050	2.12	(42.15)
53.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
54.	NET INCOME (OR LOSS)	154,434	0.18	1,197,197	1.50	(87.10)	4,502,347	1.18	7,783,050	2.12	(42.15)
55.	OPERATING RATIO (LINE 45 / LINE 10)	101.41		99.73			99.73		97.95		

HOUSEHOLD GOODS CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE AND LARGE INTERSTATE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
LYLE INTERNATIONAL COMPANIES							
CARTWRIGHT VAN LINES, INC.	12253	WASHINGTON-OREGON	$ 7,254,810	$ 6,849,087	$405,723	94.4	91.5
ALLIED VAN LINES, INC.	10451	NATIONWIDE	11,255,585	11,078,502	177,083	98.4	98.3
	3221	NATIONWIDE	370,543,315	369,533,705	859,812	99.6	97.9
AVERAGE FOR THE GROUP						99.6	98.0
AUNLO MIDE MOVERS, INC.	4827	SEATTLE-STATEWIDE	1,159,091	1,224,050	(64,569)	105.9	118.4
MERING MOVING & STORAGE COMPANY	908	SEATTLE-STATEWIDE	8,410,567	9,092,022	(681,555)	108.1	100.1
TOTAL FOR THE GROUP			$598,454,268	$597,777,554	$676,954		

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1983

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY CARRIER, OWN RIGHTS	50,059,551	55.51	52,252,442	62.59	(4.20)	254,445,551	59.11	293,445,280	74.04	(16.24)
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	35,244,529	38.94	24,921,942	29.87	55.62	132,571,283	55.53	71,255,852	18.01	86.47
3.	MOVING REVENUE - LOCAL	1,774,658	1.97	1,812,514	2.17	(2.09)	7,387,005	1.45	7,391,514	1.93	4.00
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	205,388	0.24	196,472	0.24	55.72	775,904	0.20	944,526	0.25	(15.40)
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	-
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	471,999	0.52	714,884	0.86	(33.96)	1,200,345	0.50	1,371,017	0.36	(12.45)
7.	HANDLING REVENUE	-	-	-	-		-	-	-	-	-
8.	COMMISSION REVENUE	371,744	0.65	412,405	0.57	21.33	2,211,305	0.53	2,103,104	0.57	2.11
9.	OTHER OPERATING REVENUE	5,729,870	4.14	3,094,245	3.71	20.34	14,105,454	3.36	13,741,648	3.60	2.64
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	90,151,019	100.00	83,445,462	100.00	8.04	544,459,265	100.00	382,865,384	100.00	4.07
	EXPENSES:										
11.	SALARIES	5,495,260	6.54	5,130,547	6.15		21,403,447	5.67	18,655,482	4.87	
12.	OPERATING WAGES - TRANSPORTATION ONLY	851,359	0.92	851,247	1.00		5,427,335	0.86	5,147,052	0.82	
13.	MECHANICS WAGES	-	-	-	-		-	-	-	-	
14.	HANDLING LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	14,263	0.02	25,950	0.05		77,245	0.02	98,877	0.03	
16.	COMMISSION AGENT FEES	15,597,232	17.65	12,753,038	15.28		90,773,765	15.25	56,515,004	14.71	
17.	OTHER WAGES	67,022	0.07	96,300	0.12		544,502	0.09	537,216	0.14	
18.	FRINGE BENEFITS	887,447	0.98	821,248	0.98		5,775,515	0.95	5,191,578	0.82	
19.	PAYROLL TAXES	705,100	0.78	622,741	0.75		2,727,459	0.68	2,352,520	0.61	
20.	TRANSPORTATION FUEL AND MOTOR OIL	151,775	0.15	155,505	0.18		534,924	0.14	555,104	0.14	
21.	TIRES AND TUBES	77,770	0.09	74,222	0.09		245,750	0.07	312,012	0.08	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	14,914	0.02	49,851	0.06		95,201	0.01	91,180	0.02	
23.	VEHICLE REPAIR PARTS	1,644	-	2,857	-		10,575	-	9,594	-	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	1,031	-	788	-		5,548	-	4,110	-	
25.	PRINTING AND OFFICE SUPPLIES	230,859	0.26	234,621	0.51		784,369	0.19	751,559	0.20	
26.	PACKING AND CRATING MATERIALS, ETC.	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	22,165	0.02	6,508	0.01		105,448	0.03	69,125	0.02	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	559,010	0.40	504,556	0.56		1,281,115	0.32	1,264,570	0.33	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	109,717	0.12	81,421	0.10		543,244	0.04	279,450	0.07	
30.	OTHER OUTSIDE SERVICES	905,598	1.00	986,198	1.18		5,545,987	0.92	5,095,446	0.98	

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
31.	UTILITIES	116,581	0.13	129,245	0.15		495,143	0.12	499,910	0.13	
32.	COMMUNICATION SERVICES	425,103	0.47	659,142	0.79		2,983,399	0.72	3,206,551	0.84	
33.	PURCHASED LABOR AND TRANSPORTATION	58,626,405	65.03	55,005,729	65.99		271,039,502	64.02	259,270,958	67.72	
34.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	17,000	0.02	19,339	0.02		72,424	0.02	100,690	0.03	
35.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	417,241	0.46	451,728	0.54		1,405,557	0.33	1,479,340	0.39	
36.	GENERAL EXPENSES	1,156,704	1.29	1,006,618	1.21		4,357,385	1.02	3,579,362	0.93	
37.	DEPRECIATION	684,270	0.76	545,549	0.65		2,515,585	0.58	1,957,864	0.51	
38.	AMORTIZATION EXPENSES	46,660	0.05	45,650	0.05		184,705	0.05	187,415	0.05	
39.	RENTS - OTHER THAN REVENUE EQUIPMENT	940,449	1.05	790,160	0.95		3,445,401	0.87	3,004,582	0.78	
40.	TAXES AND LICENSES	173,047	0.19	186,879	0.22		699,053	0.18	659,215	0.17	
41.	INSURANCE	229,609	0.25	201,510	0.24		827,299	0.21	764,447	0.20	
42.	PROVISION FOR CLAIMS - SELF INSURED PORTION	2,441,370	2.71	2,239,374	2.68		10,892,545	2.73	9,276,521	2.42	
43.	UNCOLLECTIBLE REVENUE	336,261	0.37	(79,524)	(0.09)		395,209	0.10	428,265	0.11	
44.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(112,263)	(0.12)	(106,501)	(0.13)		(515,181)	(0.13)	(552,214)	(0.14)	
45.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	91,715,449	101.74	83,331,426	99.86	10.06	347,777,554	99.85	375,121,041	97.98	5.04
46.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(1,564,450)	(1.73)	114,036	0.14		575,934	0.17	7,741,695	2.02	(91.25)
47.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(54,976)	(0.06)	-	-		(157,247)	(0.04)	-	-	
48.	NET CARRIER OPERATING INCOME	(1,619,426)	(1.80)	114,036	0.14		518,687	0.13	7,741,695	2.02	(93.29)
49.	NET OTHER INCOME (DEDUCTIONS)	494,955	0.55	1,039,480	1.25		5,213,950	1.31	5,962,518	1.56	
50.	ORDINARY INCOME BEFORE INCOME TAXES	(1,124,471)	(1.25)	1,153,496	1.38		5,735,287	1.44	13,704,211	3.58	(58.15)
51.	INCOME TAXES ON ORDINARY INCOME	(1,114,916)	(1.24)	(251,320)	(0.30)		134,999	0.03	4,085,028	1.07	
52.	ORDINARY INCOME	(9,555)	(0.01)	1,404,816	1.68		5,600,288	1.41	9,619,183	2.51	(41.78)
53.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
54.	NET INCOME (OR LOSS)	(9,555)	(0.01)	1,404,816	1.68		5,600,288	1.41	9,619,183	2.51	(41.78)
55.	OPERATING RATIO (LINE 45 / LINE 10)	101.74		99.86			99.85		97.98		

BULK COMMODITY CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1955
BULK COMMODITY CARRIERS
8 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
BI-COUNTY TRUCKING, INC.	17025	EASTERN WASHINGTON-PACIFIC N.W.-MONTANA	$ 1,545,972	$ 1,386,242	$ 159,730	89.7	94.3
ARROW TRANSPORTATION COMPANY	316	PORTLAND-WESTERN STATES	13,461,618	12,906,322	555,296	95.9	96.4
FEDERAL-MARION FREIGHT LINES, INC.	5932	SEATTLE-STATEWIDE	2,111,495	2,059,488	52,007	97.5	95.0
MIDING TRANSPORTATION, INC.	567	PORTLAND-PACIFIC COAST	15,000,005	14,654,482	345,523	97.6	97.4
J.J.A. TRUCKING, LTD.	5105	SPOKANE-E. WASHINGTON-PACIFIC NORTHWEST	1,991,108	2,008,606	(17,498)	100.9	89.5
AVERAGE FOR THE GROUP						101.2	95.7
MALLACK, INC.	22158	NATIONWIDE	203,245,261	203,545,857	(3,300,596)	101.6	95.8
MITCHELL TRANSPORT, INC.	18865	EASTERN WASHINGTON-NATIONWIDE	35,298,621	36,181,230	(882,619)	102.5	94.2
WILMOT TRUCKING, INC.	22046	EASTERN WASHINGTON-OREGON	2,698,760	2,785,753	(86,993)	103.2	97.7
TOTAL FOR THE GROUP			$272,550,840	$275,505,930	$(3,155,150)		

REVENUES, EXPENSES AND STATISTICS
BULK COMMODITY CARRIERS
8 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	FIGURES FOR THE QUARTER - THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	CUMULATIVE FIGURES - THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	41,752,486	62.08	48,308,818	72.96	(13.57)	181,075,241	66.49	224,055,452	80.85	(19.18)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	21,865,888	32.51	14,039,913	21.20	55.74	75,543,540	27.77	37,945,444	13.69	99.35
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	2,745,122	4.08	2,795,069	4.22	(1.79)	11,574,975	4.36	10,775,075	3.89	10.23
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	177,006	0.26	341,018	0.52	(48.09)	721,345	0.27	1,553,281	0.56	(53.39)
5.	OTHER OPERATING REVENUE	714,413	1.06	729,175	1.10	(2.02)	3,033,090	1.11	2,802,484	1.01	8.23
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	67,254,915	100.00	66,214,013	100.00	1.57	272,353,540	100.00	277,124,716	100.00	(1.72)
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	5,987,701	5.95	3,447,595	5.21		14,153,535	5.20	15,493,182	4.87	
8.	SALARIES AND WAGES	15,009,531	22.32	15,930,579	24.06		62,590,574	22.91	67,384,004	24.51	
9.	MISCELLANEOUS PAID TIME OFF	1,387,774	2.06	1,473,554	2.25		5,541,945	2.14	5,748,450	2.07	
10.	OTHER FRINGES	6,453,852	9.60	7,005,582	10.59		25,579,115	9.50	27,382,094	9.88	
11.	OPERATING SUPPLIES AND EXPENSES	12,060,496	17.93	12,449,951	18.80		52,143,910	19.15	55,265,526	19.22	
12.	GENERAL SUPPLIES AND EXPENSES	3,470,918	5.16	2,246,028	3.39		10,525,225	3.79	8,305,889	3.00	
13.	OPERATING TAXES AND LICENSES	2,478,471	3.69	3,178,275	4.80		12,140,420	4.46	12,087,772	4.36	
14.	INSURANCE	1,998,525	2.97	1,382,725	2.09		12,489,515	4.59	6,642,694	2.40	
15.	COMMUNICATIONS AND UTILITIES	1,466,814	2.18	1,444,174	2.18		5,952,031	2.19	5,967,002	2.15	
16.	DEPRECIATION AND AMORTIZATION	4,945,517	7.35	5,474,141	8.27		21,304,405	7.90	21,617,433	7.80	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	11,989,331	17.83	10,881,566	16.43		47,064,209	17.28	42,962,876	15.50	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	489,183	0.73	403,071	0.61		1,783,753	0.65	1,565,611	0.56	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(472,626)	(0.70)	(1,188,221)	(1.79)		(1,540,704)	(0.60)	(4,293,088)	(1.55)	
20.	MISCELLANEOUS EXPENSES	685,741	1.02	845,860	1.28		4,587,559	1.72	2,991,765	1.08	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	65,949,228	98.06	64,974,480	98.13	1.50	275,305,490	101.16	265,121,876	95.67	5.92
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	1,305,687	1.94	1,239,533	1.87	5.34	(3,155,153)	(1.16)	12,007,840	4.33	
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	1,305,687	1.94	1,239,533	1.87	5.34	(3,155,153)	(1.16)	12,007,840	4.33	
25.	NET OTHER INCOME (DEDUCTIONS)	(2,479,711)	(3.69)	(2,565,018)	(3.87)		(9,959,509)	(3.66)	(9,627,435)	(3.47)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(1,174,024)	(1.74)	(1,325,485)	(2.00)		(13,114,659)	(4.81)	2,380,405	0.86	
27.	INCOME TAXES ON ORDINARY INCOME	(98,992)	(0.15)	(409,703)	(0.62)		(5,102,221)	(1.87)	(823,897)	(0.30)	
28.	ORDINARY INCOME	(1,075,032)	(1.60)	(915,782)	(1.38)		(8,012,438)	(2.94)	3,204,302	1.16	
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	(106,866)	(0.16)	-	-		(18,255)	(0.01)	-	-	
30.	NET INCOME (OR LOSS)	(1,181,898)	(1.76)	(915,782)	(1.38)		(8,030,694)	(2.95)	3,204,302	1.16	
31.	OPERATING RATIO (LINE 21 / LINE 6)	98.06		98.13			101.15		95.67		

AGRICULTURAL & ALLIED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1965
AGRICULTURAL AND ALLIED PRODUCTS CARRIERS
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
MAMIER TRUCKING, INC.	6487	YAKIMA-EASTERN WASHINGTON	$ 3,951,766	$ 3,847,137	$104,629	97.4	97.5
T-M TRANSPORT, INC.	13305	SPOKANE-EASTERN WASHINGTON	7,297,040	7,179,906	117,134	98.4	98.6
AVERAGE FOR THE GROUP						99.3	98.6
SKAGIT VALLEY TRUCKING COMPANY, INC.	1997	WESTERN WASHINGTON	3,413,287	3,409,403	3,884	99.9	92.2
VELLO PISTORESI & SON, INC.	9129	TOPPENISH-EASTERN WASHINGTON	2,032,626	2,043,347	(10,721)	100.4	102.3
LUISI TRUCK LINES, INC.	9514	OREGON-WESTERN STATES	2,367,496	2,442,031	(74,535)	103.1	104.2
TOTAL FOR THE GROUP			$19,662,215	$19,521,824	$140,391		

REVENUES, EXPENSES AND STATISTICS
AGRICULTURAL & ALLIED PRODUCTS CARRIERS
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	4,181,643	88.13	4,009,811	82.64	4.29	17,561,424	98.30	14,900,817	81.64	16.52
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-		-	-	-	-	
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	88	-	26,172	0.54	(99.66)	23,350	0.13	147,712	0.81	(83.04)
5.	OTHER OPERATING REVENUE	565,105	11.87	816,128	16.82	(31.00)	2,275,241	11.57	3,191,955	17.50	(28.72)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,744,836	100.00	4,852,111	100.00	(2.21)	19,562,215	100.00	18,240,484	100.00	7.79
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	111,120	2.34	107,161	2.21		512,540	2.61	476,607	2.61	
8.	SALARIES AND WAGES	1,025,021	21.62	1,178,277	24.28		4,344,565	22.60	4,270,200	23.41	
9.	MISCELLANEOUS PAID TIME OFF	23,494	0.50	9,708	0.20		77,425	0.40	68,592	0.38	
10.	OTHER FRINGES	231,677	4.88	326,028	6.72		1,325,125	6.73	1,215,991	6.67	
11.	OPERATING SUPPLIES AND EXPENSES	1,227,842	25.88	1,615,643	33.30		5,559,242	28.27	5,011,143	30.76	
12.	GENERAL SUPPLIES AND EXPENSES	76,228	1.61	58,893	1.21		295,583	1.51	277,748	1.52	
13.	OPERATING TAXES AND LICENSES	270,431	5.70	296,546	6.11		1,054,981	5.37	891,321	4.89	
14.	INSURANCE	173,863	3.67	70,252	1.45		608,905	3.10	382,315	1.88	
15.	COMMUNICATIONS AND UTILITIES	78,917	1.66	80,450	1.66		284,435	1.45	249,359	1.37	
16.	DEPRECIATION AND AMORTIZATION	240,681	5.07	247,009	5.09		981,111	4.48	859,525	4.68	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,100,801	23.20	1,060,160	21.85		4,163,201	21.17	3,467,325	19.01	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	160,501	3.38	188,677	3.89		265,677	1.37	254,643	1.40	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(165)	-	(15,107)	(0.31)		(125,561)	(0.63)	(133,135)	(0.73)	
20.	MISCELLANEOUS EXPENSES	40,781	0.86	21,807	0.45		169,811	0.86	137,578	0.75	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,761,892	100.36	5,285,504	108.11	(9.92)	19,321,824	99.29	17,984,008	98.59	8.55
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(17,056)	(0.36)	(393,393)	(8.11)		140,391	0.71	256,476	1.41	(45.26)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(17,056)	(0.36)	(393,393)	(8.11)		140,391	0.71	256,476	1.41	(45.26)
25.	NET OTHER INCOME (DEDUCTIONS)	(4,660)	(0.10)	(63,157)	(1.30)		(75,535)	(0.39)	(142,781)	(0.78)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(21,716)	(0.46)	(456,550)	(9.41)		65,855	0.32	113,695	0.62	(43.83)
27.	INCOME TAXES ON ORDINARY INCOME	(1,889)	(0.04)	(40,851)	(0.84)		1,111	0.01	23,920	0.13	
28.	ORDINARY INCOME	(19,827)	(0.42)	(415,699)	(8.57)		62,745	0.32	89,775	0.49	(30.11)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	114,566	2.41	1,079	0.02		114,566	0.58	1,079	0.01	
30.	NET INCOME (OR LOSS)	94,739	2.00	(414,620)	(8.54)		177,311	0.90	90,854	0.50	95.10
31.	OPERATING RATIO (LINE 21 / LINE 6)	100.36		108.11			99.29		98.59		

HEAVY MACHINERY, BUILDING MATERIALS

AND FOREST PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
HEAVY MACHINERY, BUILDING MATERIALS AND FOREST PRODUCTS CARRIERS
17 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
INTERSTATE HEAVY HAULING, INC.	2391	PORTLAND-WESTERN STATES	$ 4,516,810	$ 3,643,860	$872,950	80.7	84.1
DAVIDSON, RICHARD V. & THOMAS R. SELL	21850	OLYMPIC PENINSULA	1,106,278	1,026,998	79,280	92.8	84.8
MERCER TRUCKING CO., INC.	2317	EASTERN WASHINGTON-PACIFIC NORTHWEST	4,857,140	4,690,594	166,546	96.6	94.4
SYSTEM TRANSPORT, INC.	15727	SPOKANE-WESTERN & CENTRAL STATES	11,565,919	11,173,065	392,854	96.6	97.5
WELLON TRUCK EXPRESS, INC.	5016	OREGON-PACIFIC N.W.-BRITISH COLUMBIA	4,450,351	4,320,766	129,585	97.1	94.8
AVERAGE FOR THE GROUP						98.4	99.2
WASHINGTON TRUCKING, INC.	5811	EVERETT-WESTERN STATES-BRITISH COLUMBIA	1,868,601	1,846,177	22,424	98.8	99.4
ZIRKEL TRANSPORT, INC.	15993	IDAHO-WESTERN STATES	1,176,802	1,157,771	9,031	99.2	105.1
ZWIGHT LOGGING COMPANY, INC.	14832	YAKIMA-EASTERN WASHINGTON	1,473,071	1,450,992	12,089	99.2	109.4
WOOD BY-PRODUCTS, INC.	455	IDAHO-PACIFIC NORTHWEST	5,556,096	5,527,918	28,778	99.5	100.5
WEIKO HAULING, INC.	5475	SEATTLE-PACIFIC NORTHWEST-MONTANA	4,206,344	4,201,618	4,726	99.9	101.5
WIX TRANSPORTATION, INC.	12472	OREGON-WESTERN STATES	1,960,726	1,961,770	(1,044)	100.1	103.4
STORES DELIVERY SERVICE, INC.	5452	SEATTLE-PACIFIC NORTHWEST	2,051,416	2,054,426	(3,010)	100.2	96.2
WOLFE WILHELM WAREHOUSE CO.	2480	PORTLAND-PACIFIC NORTHWEST	3,751,594	3,914,434	(162,840)	104.5	103.6
MORGAN TRUCKING, INC.	23562	SHELTON-WESTERN WASHINGTON	2,280,117	2,382,780	(102,663)	104.5	113.0
DAHLSTROMS, INC.	15632	MOSSYAK-WESTERN WASHINGTON	2,249,063	2,425,080	(126,017)	105.5	104.4
BAKER TRUCK SERVICE, INC.	21987	IDAHO-WESTERN & ROCKY MOUNTAIN STATES	1,740,940	1,868,208	(127,268)	107.5	92.4
ASBURY TRANSPORTATION COMPANY	6935	CALIFORNIA-PACIFIC COAST	457,686	733,755	(516,069)	172.2	174.9
TOTAL FOR THE GROUP			$55,459,550	$54,580,296	$879,254		

REVENUES, EXPENSES AND STATISTICS
HEAVY MACHINERY, BUILDING MATERIALS & FOREST PRODUCTS
17 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	10,143,125	77.26	9,751,651	78.50	4.01	43,487,990	79.44	43,481,275	79.35	0.02
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	1,165,029	8.87	1,140,232	9.24	1.04	4,749,705	8.57	4,690,464	8.57	1.13
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	643,615	5.28	724,136	5.84	(4.21)	2,655,185	4.91	2,923,024	5.35	(8.72)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	122,337	0.95	99,276	0.80	23.25	575,485	1.22	496,284	0.91	30.31
5.	OTHER OPERATING REVENUE	1,304,866	7.05	685,756	5.55	40.53	5,457,121	5.95	5,200,430	5.84	20.52
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	13,126,970	100.00	12,407,051	100.00	5.82	55,459,550	100.00	54,797,492	100.00	1.17
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	682,959	5.20	607,561	4.90		2,582,458	4.50	2,240,744	4.09	
8.	SALARIES AND WAGES	3,322,525	25.31	3,509,872	29.29		14,332,965	25.85	13,968,092	25.49	
9.	MISCELLANEOUS PAID TIME OFF	135,579	1.03	138,423	1.12		485,929	0.88	465,030	0.85	
10.	OTHER FRINGES	1,052,465	8.02	1,271,620	10.25		4,875,145	8.79	4,705,497	8.59	
11.	OPERATING SUPPLIES AND EXPENSES	2,820,118	21.48	2,930,148	23.62		12,111,249	21.85	12,009,541	23.01	
12.	GENERAL SUPPLIES AND EXPENSES	525,495	2.46	386,765	3.12		1,555,169	2.81	1,404,558	2.07	
13.	OPERATING TAXES AND LICENSES	840,214	6.78	843,592	6.80		3,534,427	6.38	3,157,544	5.76	
14.	INSURANCE	629,250	4.79	479,155	3.90		1,892,265	3.41	1,205,415	2.51	
15.	COMMUNICATIONS AND UTILITIES	193,940	1.48	198,021	1.60		784,509	1.42	746,807	1.36	
16.	DEPRECIATION AND AMORTIZATION	500,330	3.81	523,182	4.22		1,995,707	3.60	1,984,048	3.62	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	2,279,259	17.36	2,457,057	19.80		9,513,288	17.34	11,141,074	20.33	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	160,958	1.23	145,549	1.17		545,115	1.17	541,781	0.99	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(245,350)	(1.87)	(44,754)	(0.36)		(462,149)	(0.83)	(311,890)	(0.57)	
20.	MISCELLANEOUS EXPENSES	249,118	1.90	162,526	1.31		927,257	1.67	388,681	0.71	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	12,944,650	98.58	13,608,307	109.68	(4.51)	54,360,295	98.01	54,505,921	99.21	0.36
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	134,514	1.02	(1,201,256)	(9.68)		579,254	1.59	431,571	0.79	103.73
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	134,514	1.02	(1,201,256)	(9.68)		579,254	1.59	431,571	0.79	103.73
25.	NET OTHER INCOME (DEDUCTIONS)	16,053	0.12	195,726	1.58		715,767	1.29	750,977	1.37	
26.	ORDINARY INCOME BEFORE INCOME TAXES	150,567	1.15	(1,005,530)	(8.10)		1,595,021	2.88	1,182,548	2.16	34.88
27.	INCOME TAXES ON ORDINARY INCOME	24,136	0.18	(63,487)	(0.51)		691,205	1.25	550,080	1.00	
28.	ORDINARY INCOME	126,231	0.96	(942,043)	(7.59)		903,818	1.63	632,468	1.15	42.90
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	800	0.01	(7,460)	(0.06)		131,598	0.24	9,760	0.02	
30.	NET INCOME (OR LOSS)	127,031	0.97	(949,503)	(7.65)		1,035,415	1.87	642,228	1.17	61.22
31.	OPERATING RATIO (LINE 21 / LINE 6)	98.98		109.68			98.01		99.21		

REFRIGERATED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1985
REFRIGERATED PRODUCTS CARRIERS
4 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
WESTERN CARRIERS, INC.	13945	CALIFORNIA-WESTERN STATES	$ 2,799,775	$ 2,454,133	$ 345,642	87.7	92.2
INCO EXPRESS, INC.	10270	SEATTLE-WESTERN STATES	10,467,514	9,792,238	675,076	93.6	94.1
AVERAGE FOR THE GROUP						93.7	94.5
DI PIETRO TRUCKING COMPANY	15925	SEATTLE-WESTERN STATES	4,288,248	4,101,155	187,093	95.6	94.6
PROVISIONERS FROZEN EXPRESS, INC.	2104	WESTERN STATES & BRITISH COLUMBIA	4,627,497	4,481,328	146,169	96.8	96.5
TOTAL FOR THE GROUP			$22,182,830	$20,778,852	$1,403,978		

REVENUES, EXPENSES AND STATISTICS
REFRIGERATED PRODUCTS C CARRIERS
4 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1984 AND 1985

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	5,745,593	99.96	4,767,192	99.90	20.48	22,169,254	99.93	20,303,415	99.89	9.17
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-		-	-	-	-	
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	4,807	0.10	(100.00)	-	-	14,810	0.07	(100.00)
5.	OTHER OPERATING REVENUE	2,059	0.04	105	-		14,595	0.07	7,565	0.04	92.94
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	5,745,652	100.00	4,772,104	100.00	20.40	22,182,833	100.00	20,327,790	100.00	9.13
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	205,578	3.54	129,820	2.72		753,385	3.40	665,631	3.27	
8.	SALARIES AND WAGES	1,076,614	18.74	928,259	19.45		4,051,581	18.26	3,633,142	17.86	
9.	MISCELLANEOUS PAID TIME OFF	21,693	0.38	22,561	0.47		81,342	0.37	90,806	0.45	
10.	OTHER FRINGES	294,395	5.12	276,698	5.80		1,205,920	5.43	1,087,115	5.35	
11.	OPERATING SUPPLIES AND EXPENSES	1,281,882	22.31	1,146,102	24.02		4,660,545	21.01	4,630,347	22.78	
12.	GENERAL SUPPLIES AND EXPENSES	170,641	2.97	143,785	3.01		547,720	2.47	466,118	2.29	
13.	OPERATING TAXES AND LICENSES	233,556	4.06	353,845	7.41		1,087,339	4.90	1,000,859	4.92	
14.	INSURANCE	247,541	4.31	154,264	3.23		644,005	4.03	589,049	2.89	
15.	COMMUNICATIONS AND UTILITIES	119,133	2.07	103,996	2.18		433,209	1.97	412,112	2.03	
16.	DEPRECIATION AND AMORTIZATION	332,987	5.79	253,875	5.32		1,295,965	5.85	918,940	4.52	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,256,136	21.86	1,187,507	24.88		5,407,445	24.38	5,395,636	26.54	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	78,202	1.36	106,011	2.22		330,309	1.49	286,945	1.41	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(5,512)	(0.09)	(63,788)	(1.34)		(101,100)	(0.45)	(120,187)	(0.59)	
20.	MISCELLANEOUS EXPENSES	51,807	0.55	53,509	1.12		125,536	0.57	156,116	0.77	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	5,342,563	92.98	4,796,244	100.51	11.39	20,775,552	93.67	19,208,681	94.49	8.17
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	403,089	7.02	(24,140)	(0.50)		1,407,278	6.33	1,119,109	5.51	25.45
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	403,089	7.02	(24,140)	(0.50)		1,407,278	6.33	1,119,109	5.51	25.45
25.	NET OTHER INCOME (DEDUCTIONS)	(104,924)	(1.83)	34,281	0.72		(379,918)	(1.70)	241,385	1.19	
26.	ORDINARY INCOME BEFORE INCOME TAXES	298,165	5.19	10,141	0.21		1,027,360	4.63	1,360,494	6.69	(24.51)
27.	INCOME TAXES ON ORDINARY INCOME	12,300	0.21	(7,900)	(0.16)		49,200	0.22	35,009	0.17	
28.	ORDINARY INCOME	285,865	4.98	18,041	0.38		977,960	4.41	1,325,485	6.52	(26.23)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	285,865	4.98	18,041	0.38		977,960	4.41	1,325,485	6.52	(26.23)
31.	OPERATING RATIO (LINE 21 / LINE 6)	92.98		100.51			93.67		94.49		

MISCELLANEOUS COMMODITY CARRIERS

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1984 AND 1985
8 CARRIERS INCLUDED

	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	CC-7022 TRANSPORT STG. & DIST. CO. THIS YEAR	CC-7022 TRANSPORT STG. & DIST. CO. LAST YEAR	CC-9663 PUROLATOR COURIER CORP.* THIS YEAR	CC-9663 PUROLATOR COURIER CORP.* LAST YEAR	CC-10178 CONVOY COMPANY THIS YEAR	CC-10178 CONVOY COMPANY LAST YEAR	CC-16295 UNITED PARCEL SERVICE, INC THIS YEAR	CC-16295 UNITED PARCEL SERVICE, INC LAST YEAR
	REVENUES:								
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	1,935,162	1,647,927	-	-	24,853,906	27,959,501	4,898,098,866	4,453,331,848
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	8,850,578	7,459,009	-	-	10,202,469	8,963,460	-	-
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	305,654	304,108	4,037,114	4,705,491	5,987,735	7,655,827	-	-
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-	1,225,045	1,160,137	-	-
5.	OTHER OPERATING REVENUE	255,007	225,709	-	-	2,159,108	1,908,575	204,282	129,962
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	11,110,401	9,636,753	4,037,114	4,705,491	50,828,264	47,687,500	4,898,303,148	4,453,461,810
	EXPENSES:								
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	882,010	790,815	149,645	157,727	2,080,598	1,910,082	551,198,608	488,450,826
8.	SALARIES AND WAGES	5,199,313	2,845,131	2,542,428	2,334,384	17,317,055	16,303,315	1,783,223,231	1,692,133,596
9.	MISCELLANEOUS PAID TIME OFF	370,569	293,050	250,695	188,352	1,765,991	1,560,552	222,154,364	197,344,592
10.	OTHER FRINGES	1,551,543	1,176,815	822,195	814,430	5,415,100	6,217,218	651,061,552	584,924,043
11.	OPERATING SUPPLIES AND EXPENSES	1,004,614	1,005,257	566,095	450,850	7,547,069	7,305,241	550,728,203	525,820,227
12.	GENERAL SUPPLIES AND EXPENSES	487,766	393,245	112,540	255,692	1,454,516	1,491,662	136,555,563	108,421,559
13.	OPERATING TAXES AND LICENSES	558,545	445,951	68,592	68,540	2,911,282	2,336,921	67,884,372	58,418,508
14.	INSURANCE	589,641	437,415	129,024	87,280	2,212,614	2,045,709	57,736,572	53,460,885
15.	COMMUNICATIONS AND UTILITIES	164,521	131,687	56,866	63,367	754,511	651,084	67,355,487	59,332,157
16.	DEPRECIATION AND AMORTIZATION	1,116,543	935,198	109,871	174,529	2,408,769	1,563,554	94,415,467	73,133,459
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	39,757	22,347	43,214	197,665	685,560	5,007,746	279,442,225	281,955,090
18.	BUILDING AND OFFICE EQUIPMENT RENTS	104,434	99,968	41,473	92,800	805,105	646,737	74,868,767	64,881,548
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(4,281)	(10)	(250)	-	(25,053)	(31,254)	836,152	678,088
20.	MISCELLANEOUS EXPENSES	74,071	46,147	281,656	346,195	450,761	929,290	24,120,082	18,540,091
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	10,738,951	9,219,012	4,850,460	5,212,791	47,135,158	46,237,657	4,361,576,645	3,985,994,267
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	371,470	415,741	(793,346)	(507,300)	3,292,106	1,449,843	536,726,463	467,467,543
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-	-	-	-	-
24.	NET CARRIER OPERATING INCOME	371,470	415,741	(793,346)	(507,300)	3,292,106	1,449,843	536,726,463	467,467,543
25.	NET OTHER INCOME (DEDUCTIONS)	136,767	(214,127)	1,796	2,223	(315,236)	(876,084)	17,127,775	(538,263)
26.	ORDINARY INCOME BEFORE INCOME TAXES	508,237	201,614	(791,550)	(505,077)	2,975,470	573,759	553,854,238	466,929,280
27.	INCOME TAXES ON ORDINARY INCOME	31,428	-	(364,113)	(232,335)	1,249,865	241,000	254,930,404	215,949,720
28.	ORDINARY INCOME	476,809	201,614	(427,457)	(272,742)	1,725,605	332,759	298,923,834	250,979,560
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-	301,573	349,799	-	-
30.	NET INCOME (OR LOSS)	476,809	201,614	(427,457)	(272,742)	2,027,578	682,558	298,923,834	250,979,560
31.	OPERATING RATIO (LINE 21 / LINE 6)	96.7	95.7	119.7	110.8	93.5	97.0	89.0	89.5
32.	PRINCIPAL AREA	WESTERN STATES		*WASHINGTON & SPOKANE		WESTERN STATES		NATIONWIDE	
33.	PRINCIPAL COMMODITY	MOTOR VEHICLES		PARCEL DELIVERY *STATE OF WASHINGTON OPERATIONS ONLY		MOTOR VEHICLES		PARCEL DELIVERY	

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1990 AND 1989
8 CARRIERS INCLUDED

		CC-20413 LIVESTOCK TRANSPORTATION,		CC-20807 DUDLEY BOAT & TRLR. TRANSP		CC-21518 IDA-CAL FREIGHT LINES, INC		CV-1277 WJEL TRANSPORT, INC.	
		THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME								
	REVENUES:								
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	585,870	1,616,746	1,259,885	1,199,882	8,981,541	12,511,911	-	-
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-	7,061,367	1,008,036	988,969	1,100,828
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-	454	-	-	-
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-	-	-	-	-
5.	OTHER OPERATING REVENUE	-	-	-	-	-	-	-	-
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	585,870	1,616,746	1,259,885	1,199,882	16,043,362	13,519,947	988,969	1,100,828
	EXPENSES:								
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	56,210	81,510	69,842	80,784	759,098	650,508	8,420	-
8.	SALARIES AND WAGES	143,892	538,099	424,279	532,985	5,005,992	5,435,595	269,122	286,020
9.	MISCELLANEOUS PAID TIME OFF	1,196	11,359	9,089	7,985	57,559	86,481	29,169	29,257
10.	OTHER FRINGES	48,166	105,878	103,703	79,695	729,534	746,972	89,453	81,244
11.	OPERATING SUPPLIES AND EXPENSES	142,211	474,322	552,806	404,139	5,485,603	5,646,836	502,135	490,897
12.	GENERAL SUPPLIES AND EXPENSES	16,836	46,148	42,278	47,650	513,208	513,938	16,995	17,001
13.	OPERATING TAXES AND LICENSES	69,595	134,040	74,893	87,921	935,731	911,277	108,081	108,304
14.	INSURANCE	34,105	61,593	68,190	49,419	505,555	401,250	22,552	13,990
15.	COMMUNICATIONS AND UTILITIES	11,594	17,770	55,521	42,293	245,506	186,801	-	-
16.	DEPRECIATION AND AMORTIZATION	23,828	33,000	43,603	53,107	1,588,524	1,583,706	33,051	45,866
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	23,025	398,172	56,107	47,123	4,641,116	1,456,659	-	-
18.	BUILDING AND OFFICE EQUIPMENT RENTS	9,300	16,140	7,000	1,075	59,559	89,766	-	-
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	-	-	-	-	(797,531)	(481,672)	-	-
20.	MISCELLANEOUS EXPENSES	12	13	20,172	18,061	140,080	72,710	(33,344)	20,693
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	584,568	1,715,844	1,507,783	1,258,193	15,658,324	15,102,815	845,454	1,093,272
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	1,302	(99,098)	(47,898)	(58,311)	385,038	417,132	143,515	7,556
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-	-	-	-	-
24.	NET CARRIER OPERATING INCOME	1,302	(99,098)	(47,898)	(58,311)	385,038	417,132	143,515	7,556
25.	NET OTHER INCOME (DEDUCTIONS)	8,374	4,865	(35,140)	(9,276)	(643,420)	(450,233)	707	3,005
26.	ORDINARY INCOME BEFORE INCOME TAXES	9,676	(94,233)	(83,038)	(67,587)	(254,882)	(33,101)	146,242	10,561
27.	INCOME TAXES ON ORDINARY INCOME	-	-	1,288	200	(45,711)	(204,102)	(9,430)	1,456
28.	ORDINARY INCOME	9,676	(94,233)	(84,326)	(67,787)	(209,171)	171,001	150,672	9,105
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	3,797	83,816	-	-	-	-
30.	NET INCOME (OR LOSS)	9,676	(94,233)	(80,529)	16,029	(209,171)	171,001	150,672	9,105
31.	OPERATING RATIO (LINE 21 / LINE 6)	99.8	106.1	103.8	104.9	97.6	96.9	85.5	99.3
32.	PRINCIPAL AREA	PORTLAND-WESTERN STATES		WASHINGTON-PACIFIC COAST		IDAHO-W. & MTN. STATE		YAKIMA-WESTERN STATES	
33.	PRINCIPAL COMMODITY	LIVESTOCK		BOATS & TRAILERS		FOODSTUFFS		SOFT DRINKS	